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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL	JANUARY 1991	JANUARY 1990	JUL-JAN 1990/91	JUL-JAN 1989/90
AL Alabama	7,363	7,599	36,085	34,768
AK Alaska	103	60	1,031	486
AZ Arizona	391	259	1,553	1,987
AR Arkansas	3,743	5,075	21,960	24,887
CA California	8,729	4,749	53,200	44,922
CO Colorado	990	1,670	5,362	5,314
CT Connecticut	22	420	337	1,646
DE Delaware	4,321	123	13,746	11,874
FL Florida	16,718	12,837	72,590	80,567
GA Georgia	19,991	11,037	67,009	65,892
HI Hawaii	255	135	6,285	3,731
ID Idaho	2,047	1,644	15,291	12,610
IL Illinois	92,586	58,996	464,660	492,264
IN Indiana	68,490	43,343	239,668	262,255
IA Iowa	60,722	43,461	377,438	385,312
KS Kansas	3,041	6,844	29,201	34,705
KY Kentucky	12,904	25,591	59,336	85,950
LA Louisiana	2,561	19,258	100,951	69,699
ME Maine	217	369	2,291	1,991
MD Maryland	3,788	1,905	17,997	15,053
MA Massachusetts	154	21	3,917	1,605
MI Michigan	9,148	15,750	63,279	116,574
MN Minnesota	49,019	40,978	236,310	251,483
MS Mississippi	557	2,752	21,448	12,496
MO Missouri	26,434	33,657	159,785	195,418
MT Montana	1,109	1,287	6,695	6,338
NE Nebraska	5,746	5,760	18,285	18,977
NV Nevada	0	0	31	3
NH New Hampshire	60	59	284	368
NJ New Jersey	218	186	2,037	2,207
NM New Mexico	719	655	4,082	2,702
NY New York	3,253	2,125	26,394	18,985
NC North Carolina	6,818	6,608	34,378	31,816
ND North Dakota	3,655	2,785	12,680	14,883
OH Ohio	42,896	44,669	211,955	278,331
OK Oklahoma	1,099	1,977	10,227	11,717
OR Oregon	2,696	4,630	14,310	15,649
PA Pennsylvania	6,022	1,497	26,377	22,529
RI Rhode Island	50	140	369	1,012
SC South Carolina	4,151	4,756	27,424	39,178
SD South Dakota	1,632	2,443	8,184	8,959
TN Tennessee	11,306	16,694	54,908	54,538
TX Texas	11,387	14,682	62,517	58,546
UT Utah	2,244	3,045	16,116	14,950
VT Vermont	364	244	2,463	1,831
VA Virginia	5,010	3,539	50,854	33,285
WA Washington	4,249	11,219	20,654	24,911
WV West Virginia	121	0	7,757	654
WI Wisconsin	37,033	29,896	139,760	146,227
WY Wyoming	150	265	1,582	1,229
TOTAL U.S.:	546,282	497,694	2,831,053	3,023,314
CANADA				
AB Alberta	910	1,257	9,754	10,926
BC Brit. Columbia	435	751	1,949	1,676
MB Manitoba	1,487	2,592	8,460	12,386
NB New Brunswick	264	632	2,956	3,913
NF Newfoundland	29	0	29	0
NS Nova Scotia	561	381	1,430	1,957
ON Ontario	5,739	11,696	57,741	52,998
PE Pr.Edward Isle	978	21	2,959	1,383
PQ Quebec	928	2,989	20,238	22,039
SK Saskatchewan	706	870	3,188	4,183
TOTAL CAN:	12,037	21,189	108,704	111,461
EXPORT AG SALES	336,094	217,605	2,296,865	1,765,232
TOTAL AG SALES	894,413	736,488	5,236,622	4,900,007
Non-Ag U.S.	42,612	39,073	307,992	273,131
Canada	1,353	2,214	9,489	9,989
Exports	6,141	839	88,891	75,774
TOTAL NON-AG SALES	50,106	42,126	406,372	358,894
GRAND TOTAL	**944,519**	**778,614**	**5,642,994**	**5,258,901**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K_2O)

JANUARY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	122	2,140	4,672	153	276	7,363
AK Alaska	43	60	0	0	0	103
AZ Arizona	134	63	85	16	93	391
AR Arkansas	75	88	2,345	1,170	65	3,743
CA California	4,734	945	1,713	187	1,150	8,729
CO Colorado	566	0	373	0	51	990
CT Connecticut	0	0	0	0	22	22
DE Delaware	0	1,076	3,000	245	0	4,321
FL Florida	3,056	6,032	672	2,639	4,319	16,718
GA Georgia	1,927	1,460	10,908	4,051	1,645	19,991
HI Hawaii	0	125	0	0	130	255
ID Idaho	120	80	1,639	208	0	2,047
IL Illinois	2,940	66,943	13,706	8,952	45	92,586
IN Indiana	4,650	32,682	27,701	3,401	56	68,490
IA Iowa	146	33,808	14,276	12,492	0	60,722
KS Kansas	145	158	1,938	743	57	3,041
KY Kentucky	0	10,526	1,278	949	151	12,904
LA Louisiana	0	0	1,682	879	0	2,561
ME Maine	0	0	195	0	22	217
MD Maryland	375	237	1,213	1,935	28	3,788
MA Massachusetts	0	0	118	0	36	154
MI Michigan	0	7,358	1,618	124	48	9,148
MN Minnesota	166	19,511	27,111	2,049	182	49,019
MS Mississippi	0	0	525	0	32	557
MO Missouri	952	2,930	19,897	2,425	230	26,434
MT Montana	0	287	545	277	0	1,109
NE Nebraska	217	865	2,533	1,503	628	5,746
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	60	0	0	60
NJ New Jersey	0	124	89	0	5	218
NM New Mexico	171	0	499	0	49	719
NY New York	120	88	2,575	350	120	3,253
NC North Carolina	798	1,519	1,861	2,216	424	6,818
ND North Dakota	0	548	3,107	0	0	3,655
OH Ohio	1,176	27,145	11,517	2,484	574	42,896
OK Oklahoma	121	92	881	0	5	1,099
OR Oregon	223	774	1,507	77	115	2,696
PA Pennsylvania	595	642	4,406	97	282	6,022
RI Rhode Island	0	0	0	0	50	50
SC South Carolina	971	183	1,980	312	705	4,151
SD South Dakota	0	861	730	41	0	1,632
TN Tennessee	9	5,690	4,077	1,481	49	11,306
TX Texas	1,298	1,650	6,564	1,074	801	11,387
UT Utah	2,124	0	120	0	0	2,244
VT Vermont	0	0	364	0	0	364
VA Virginia	122	793	1,005	2,022	1,068	5,010
WA Washington	851	748	2,212	328	110	4,249
WV West Virginia	0	121	0	0	0	121
WI Wisconsin	912	26,076	9,193	696	156	37,033
WY Wyoming	0	0	150	0	0	150
TOTAL U.S.:	29,859	254,428	192,640	55,576	13,779	546,282
CANADA						
AB Alberta	23	0	852	24	11	910
BC Brit. Columbia	13	0	387	13	22	435
MB Manitoba	0	67	1,341	79	0	1,487
NB New Brunswick	0	118	130	0	16	264
NF Newfoundland	0	0	0	0	29	29
NS Nova Scotia	0	204	357	0	0	561
ON Ontario	0	172	4,817	14	736	5,739
PE Pr.Edward Isle	0	0	978	0	0	978
PQ Quebec	21	0	628	0	279	928
SK Saskatchewan	64	0	598	29	15	706
TOTAL CAN:	121	561	10,088	159	1,108	12,037
*EXPORT AG SALES	269,864	4,185	44,459	15,838	1,748	336,094
TOTAL AG SALES	299,844	259,174	247,187	71,573	16,635	894,413
NON-AG U.S.	30,511	-	-	11,778	323	42,612
Canada	1,006	-	-	343	4	1,353
*Exports	716	-	-	5,276	149	6,141
TOTAL NON-AG SALES	32,233	-	-	17,397	476	50,106
GRAND TOTAL	**332,077**	**259,174**	**247,187**	**88,970**	**17,111**	**944,519**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K_2O)

JANUARY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	4,221	0	48	4,269
Belgium	0	0	17,225	0	0	17,225
Belize	0	0	238	0	44	282
Brazil	2,364	3,288	0	0	0	5,652
Chile	12,571	0	0	0	509	13,080
China	96,977	0	0	0	0	96,977
Colombia	0	(61)	0	0	0	(61)
Costa Rica	0	0	1,329	0	0	1,329
Dom. Republic	0	0	7,469	0	121	7,590
Honduras	942	958	0	0	0	1,900
India	47,324	0	0	0	0	47,324
Indonesia	21,609	0	10,324	6,911	0	38,844
Jamaica	0	0	3,653	0	0	3,653
Japan	0	0	0	4,352	0	4,352
Korea	19,004	0	0	0	0	19,004
Malaysia	18,727	0	0	0	0	18,727
Mexico	1,767	0	0	0	1,015	2,782
Nigeria	6,614	0	0	0	0	6,614
Pakistan	470	0	0	0	0	470
Peru	1,400	0	0	0	0	1,400
Philippines	18,099	0	0	0	0	18,099
Puerto Rico	0	0	0	0	11	11
Taiwan	21,115	0	0	0	0	21,115
OTHER COUNTRIES	0	0	0	4,575	0	4,575
TOTAL AG:	269,864	4,185	44,459	15,838	1,748	335,213
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Japan	50	-	-	5,276	149	5,475
Korea	37	-	-	0	0	37
Mexico	600	-	-	0	0	600
Puerto Rico	9	-	-	0	0	9
TOTAL NON-AG:	716	-	-	5,276	149	6,141
TOTAL EXPORTS	**270,580**	**4,185**	**44,459**	**21,114**	**1,897**	**341,354**

OTHER COUNTRIES: 4,575 tons soluble to England.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

JANUARY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	122	2,140	3,298	125	5,685
AK Alaska	43	60	0	0	103
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	495	495
CA California	0	0	276	111	387
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	0	0	0
DE Delaware	0	1,076	3,000	245	4,321
FL Florida	2,819	6,032	486	2,639	11,976
GA Georgia	1,927	1,460	10,908	4,023	18,318
HI Hawaii	0	0	0	0	0
ID Idaho	0	80	1,402	208	1,690
IL Illinois	501	66,016	5,533	8,700	80,750
IN Indiana	4,591	31,160	19,149	3,401	58,301
IA Iowa	62	33,389	10,780	12,475	56,706
KS Kansas	0	0	0	0	0
KY Kentucky	0	10,526	0	62	10,588
LA Louisiana	0	0	0	879	879
ME Maine	0	0	195	0	195
MD Maryland	375	237	1,213	1,935	3,760
MA Massachusetts	0	0	118	0	118
MI Michigan	0	7,358	114	124	7,596
MN Minnesota	157	19,511	27,064	2,049	48,781
MS Mississippi	0	0	0	0	0
MO Missouri	0	1,873	2,368	1,276	5,517
MT Montana	0	287	545	277	1,109
NE Nebraska	0	817	63	1,119	1,999
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	60	0	60
NJ New Jersey	0	124	89	0	213
NM New Mexico	0	0	0	0	0
NY New York	120	88	2,575	350	3,133
NC North Carolina	798	1,519	1,861	2,189	6,367
ND North Dakota	0	548	3,107	0	3,655
OH Ohio	1,176	26,088	8,620	2,484	38,368
OK Oklahoma	0	0	61	0	61
OR Oregon	0	679	1,264	77	2,020
PA Pennsylvania	595	642	4,406	97	5,740
RI Rhode Island	0	0	0	0	0
SC South Carolina	971	183	1,980	312	3,446
SD South Dakota	0	861	669	41	1,571
TN Tennessee	0	5,628	2,994	1,230	9,852
TX Texas	0	0	0	0	0
UT Utah	2,118	0	0	0	2,118
VT Vermont	0	0	364	0	364
VA Virginia	122	793	1,005	2,022	3,942
WA Washington	851	748	2,192	328	4,119
WV West Virginia	0	121	0	0	121
WI Wisconsin	912	26,076	9,193	696	36,877
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	18,260	246,120	126,952	49,969	441,301
CANADA					
AB Alberta	23	0	852	24	899
BC Brit. Columbia	13	0	387	13	413
MB Manitoba	0	67	1,341	79	1,487
NB New Brunswick	0	118	130	0	248
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	204	357	0	561
ON Ontario	0	172	4,817	14	5,003
PE Pr.Edward Isle	0	0	978	0	978
PQ Quebec	21	0	628	0	649
SK Saskatchewan	64	0	598	29	691
TOTAL CAN:	121	561	10,088	159	10,929
EXPORT AG SALES	228,856	3,288	33,733	15,838	281,715
TOTAL AG SALES	247,237	249,969	170,773	65,966	733,945
NON-AG U.S.	19,188	-	-	11,666	30,854
Canada	1,006	-	-	343	1,349
*Exports	74	-	-	5,276	5,350
TOTAL NON-AG SALES	20,268	-	-	17,285	37,553
GRAND TOTAL	**267,505**	**249,969**	**170,773**	**83,251**	**771,498**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

JANUARY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	4,221	0	4,221
Belgium	0	0	17,225	0	17,225
Brazil	2,364	3,288	0	0	5,652
Chile	12,571	0	0	0	12,571
China	60,959	0	0	0	60,959
India	47,324	0	0	0	47,324
Indonesia	21,609	0	10,324	6,911	38,844
Jamaica	0	0	1,963	0	1,963
Japan	0	0	0	4,352	4,352
Korea	19,004	0	0	0	19,004
Malaysia	18,727	0	0	0	18,727
Nigeria	6,614	0	0	0	6,614
Pakistan	470	0	0	0	470
Philippines	18,099	0	0	0	18,099
Taiwan	21,115	0	0	0	21,115
OTHER COUNTRIES	0	0	0	4,575	4,575
TOTAL AG:	228,856	3,288	33,733	15,838	281,715
NON-AGRICULTURAL					
Japan	37	-	-	5,276	5,313
Korea	37	-	-	0	37
TOTAL NON-AG:	74	-	-	5,276	5,350
TOTAL EXPORTS	**228,930**	**3,288**	**33,733**	**21,114**	**287,065**

OTHER COUNTRIES: 4,575 tons soluble to England.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

JANUARY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	0	1,374	28	276	1,678
AK Alaska	0	0	0	0	0	0
AZ Arizona	134	63	85	16	93	391
AR Arkansas	75	88	2,345	675	65	3,248
CA California	4,734	945	1,437	76	1,150	8,342
CO Colorado	566	0	373	0	51	990
CT Connecticut	0	0	0	0	22	22
DE Delaware	0	0	0	0	0	0
FL Florida	237	0	186	0	4,319	4,742
GA Georgia	0	0	0	28	1,645	1,673
HI Hawaii	0	125	0	0	130	255
ID Idaho	120	0	237	0	0	357
IL Illinois	2,439	927	8,173	252	45	11,836
IN Indiana	59	1,522	8,552	0	56	10,189
IA Iowa	84	419	3,496	17	0	4,016
KS Kansas	145	158	1,938	743	57	3,041
KY Kentucky	0	0	1,278	887	151	2,316
LA Louisiana	0	0	1,682	0	0	1,682
ME Maine	0	0	0	0	22	22
MD Maryland	0	0	0	0	28	28
MA Massachusetts	0	0	0	0	36	36
MI Michigan	0	0	1,504	0	48	1,552
MN Minnesota	9	0	47	0	182	238
MS Mississippi	0	0	525	0	32	557
MO Missouri	952	1,057	17,529	1,149	230	20,917
MT Montana	0	0	0	0	0	0
NE Nebraska	217	48	2,470	384	628	3,747
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	5	5
NM New Mexico	171	0	499	0	49	719
NY New York	0	0	0	0	120	120
NC North Carolina	0	0	0	27	424	451
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	1,057	2,897	0	574	4,528
OK Oklahoma	121	92	820	0	5	1,038
OR Oregon	223	95	243	0	115	676
PA Pennsylvania	0	0	0	0	282	282
RI Rhode Island	0	0	0	0	-50	50
SC South Carolina	0	0	0	0	705	705
SD South Dakota	0	0	61	0	0	61
TN Tennessee	9	62	1,083	251	49	1,454
TX Texas	1,298	1,650	6,564	1,074	801	11,387
UT Utah	6	0	120	0	0	126
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	1,068	1,068
WA Washington	0	0	20	0	110	130
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	156	156
WY Wyoming	0	0	150	0	0	150
TOTAL U.S.:	11,599	8,308	65,688	5,607	13,779	104,981
CANADA						
AB Alberta	0	0	0	0	11	11
BC Brit. Columbia	0	0	0	0	22	22
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	16	16
NF Newfoundland	0	0	0	0	29	29
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	736	736
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	279	279
SK Saskatchewan	0	0	0	0	15	15
TOTAL CAN:	0	0	0	0	1,108	1,108
*EXPORT AG SALES	41,008	897	10,726	0	1,748	54,379
TOTAL AG SALES	52,607	9,205	76,414	5,607	16,635	160,468
NON-AG U.S.	11,323	-	-	112	323	11,758
Canada	0	-	-	0	4	4
*Exports	642	-	-	0	149	791
TOTAL NON-AG SALES	11,965	-	-	112	476	12,553
GRAND TOTAL	**64,572**	**9,205**	**76,414**	**5,719**	**17,111**	**173,021**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

JANUARY 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	48	48
Belize	0	0	238	0	44	282
Chile	0	0	0	0	509	509
China	36,018	0	0	0	0	36,018
Colombia	0	(61)	0	0	0	(61)
Costa Rica	0	0	1,329	0	0	1,329
Dom. Republic	0	0	7,469	0	121	7,590
Honduras	942	958	0	0	0	1,900
Jamaica	0	0	1,690	0	0	1,690
Mexico	1,767	0	0	0	1,015	2,782
Panama	881	0	0	0	0	881
Peru	1,400	0	0	0	0	1,400
Puerto Rico	0	0	0	0	11	11
TOTAL AG:	41,008	897	10,726	0	1,748	54,379
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Japan	13	-	-	0	149	162
Mexico	600	-	-	0	0	600
Puerto Rico	9	-	-	0	0	9
TOTAL NON-AG:	642	-	-	0	149	791
TOTAL EXPORTS	**41,650**	**897**	**10,726**	**0**	**1,897**	**55,170**